

*Helping Manufacturing Enterprises Grow Profitably*

**Enterprise Minnesota** is a 501(c)3 non-profit consultancy founded by the State legislature in 1987.

We work exclusively with small and medium-sized manufacturing companies in our state.

Our experts help these vital companies compete, grow, and continue to provide outstanding career opportunities for Minnesotans of all backgrounds.

We are the official representatives of the federal government's **Manufacturing Extension Partnership (MEP)** in Minnesota. Our work directly impacts manufacturing's \$53 billion annual contribution to state GDP.

**Our Request**



**Growth Acceleration Program (GAP) – \$2 million**

GAP is a direct investment in small, under-served manufacturing companies and has documented, proven returns of at least 25:1. Every recipient must match their grant to be eligible, and since its creation GAP has helped over 418 manufacturers invest \$583 million in plant, equipment, technology, and employee skill development while increasing or retaining sales by \$1.46 billion.



**Outreach Funds – \$2 million**

Outreach funds allow Enterprise Minnesota to reach and deliver services to underserved manufacturers throughout Minnesota with 35 or fewer employees. Enterprise Minnesota delivers talent, leadership, employee retention, continuous improvement, strategy, quality management systems, revenue growth, and manufacturing peer-to-peer advisory work. For each dollar the state invests, Enterprise Minnesota has the opportunity to leverage another dollar from its federal partner, the Manufacturing Extension Partnership (MEP), a program inside the US Department of Commerce. Without state outreach funds, federal dollars will be lost, and manufacturers will go unserved.

**Manufacturing at a Glance**

**High Wages**

**\$76,181**

Average Wage

Manufacturing worker wages are 16% higher than the state's average wage. Manufacturing is the second-largest total payroll among private sector industries, with workers taking home \$22.1 billion statewide. For every \$1 spent in manufacturing, there is a total impact of \$2.60 to the overall economy.<sup>1</sup>

**Great Careers**

**325,000**

Jobs Statewide

Manufacturing is a critical industry to the high standard of living and economic vitality of Minnesota. 87% of manufacturing companies have fewer than 50 employees and for every one worker in manufacturing, 4.4 workers are added to the overall economy.<sup>1</sup>



*A regional State of Manufacturing® survey event.*

<sup>1</sup>(Source: NAM calculations using 2021 IMPLAN data. [www.nam.org](http://www.nam.org))